

Message Text

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PAGE 01 QUITO 02691 261635Z
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----270208Z 126750 /72

R 261240Z APR 77
FM AMEMBASSY QUITO
TORUEHC/SECSTATE WASHDC 4059
USDOC WASHDC
INFO AMCONSUL GUAYAQUIL
DIA WASHDC

UNCLAS QUITO 2691

E.O. 11652: N/A
TAGS: BENC, EC
SUBJECT: MAJOR PROJECT: NEW INTERNATIONAL AIRPORTS FOR QUITO AND
GUAYAQUIL

REFS: (A) STATE 84154; (B) QUITO 2611

1. EMBASSY APPRECIATES INFORMATION IN PARA 2 OF REF.A.

2. RE PARA 3 OF REF A, DAC OFFICIALS TOLD EMBASSY E/C
COUNSELOR ON APRIL 22 THEY NOW HAVE DECIDED TO DISPENSE
WITH THE PREQUALIFICATION PROCEDURE. IN EFFECT, THEY SAID,
THEY WILL LEAVE IT TO THE EMBASSIES TO DECIDE WHICH FIRMS
IN THE RESPECTIVE HOME COUNTRIES ARE QUALIFIED TO UNDER-
TAKE THE WORK. ACCORDINGLY, THE DAC PLANS TO DELIVER TO
THIS EMBASSY AND SELECTED OTHERS--BY MID-MAY-- INVITATIONS
TO BE RELAYED TO PROSPECTIVE BIDDERS.

3. SIGNIFICANTLY, THE INVITATIONS ARE TO BE GIVEN TO ONLY
A FEW EMBASSIES. AT PRESENT THE DAC HAS DECIDED TO GIVE
INVITATIONS ONLY TO THE U.S. F.R. GERMANY, ITALY AND
BRAZIL, AND IS CONSIDERING ADDING TO THIS LIST ONLY TWO OR
THREE MORE AT MOST (WE ARE NOT CERTAIN WHICH COUNTRIES MAY
BE ADDED, BUT ONE DAC OFFICIAL COMMENTED THAT FRANCE WOULD
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NOT BE AMONG THEM).

4. DAC PROJECT MANAGER JORGE DONOSO TOLD E/C CONSELOR THAT
DAC IS ONCE AGAIN WAVERING RE ITS DECISION TO HAVE PROJECTS
DONE ON A TURN-KEY BASIS. HE SAID THE FINAL DECISION ON THIS
WILL DEPEND ON THE RECOMMENDATIONS OF THE TWO ICAO ADVISORS
(NOT ONE, AS REPORTED IN REF B) WHO ARE CURRENTLY IN QUITO

TO ASSIST THE DAC IN FORMULATION OF THE BIDDING DOCUMENTS.
DONOSO SAID THAT IF THE PROJECT IS PUT ON A TURN-KEY BASIS,
THE BIDDERS' OFFERS WOULD HAVE TO SPECIFY FINANCING ARRANGEMENTS; IF THE PROJECTS ARE NOT ON A TURN-KEY BASIS, THEN THERE WOULD FIRST BE ISSUED AN INVITATION FOR OFFERS COVERING ONLY THE DESIGN AND PLANNING AND THIS WOULD BE FOLLOWED ABOUT THREE MONTHS LATER BY AN INVITATION FOR OFFERS FOR THE CONSTRUCTION WORKS, AND FOR BOTH SUCH CONTRACTS THE BIDDERS WOULD NOT BE REQUIRED TO INCLUDE OFFERS RE FINANCING.

5. THE DAC APPEARS TO HAVE DECIDED THAT CONSTRUCTION OF THE QUITO AIRPORT SHOULD BE GIVEN TOP PRIORITY, AND IS PLANNING TO HOLD OFF THE START OF CONSTRUCTION ON THE GUAYAQUIL AIRPORT UNTIL ABOUT ONE YEAR AFTER THE START ON THE QUITO AIRPORT. ACCORDINGLY, IT IS POSSIBLE THAT THESE CONSTRUCTION WORKS WILL BE AWARDED TO TWO DIFFERENT CONTRACTORS; BUT THE CONTRACTOR WHO DOES THE CONSTRUCTION OF THE QUITO AIRPORT WOULD OF COURSE BE IN FAVORABLE POSITION TO WIN THE CONTRACT FOR GUAYAQUIL IF THAT CONTRACT IS AWARDED SEPARATELY.

6. EMBASSY ASSUMES THAT, WHEN THE INVITATION IS RECEIVED FROM THE DAC FOR BIDS, AND EMBASSY HAS RELAYED IT TO USDOC, USDOC WILL BROADCAST THE INFORMATION IN THE USUAL WAY TO ALL (REPEAT ALL) U.S. FIRMS KNOWN TO BE INTERESTED IN THESE PROJECTS OR CAPABLE AND SUITABLE FOR UNDERTAKING THEM. CONTRARY TO WHAT THE DAC ENVISAGES, WE DO NOT BELIEVE IT WOULD BE APPROPRIATE FOR THE USG TO SET ITSELF UP AS AN ARBITER OF THE CAPABILITIES AND COMPETITIVENESS OF U.S.
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Message Attributes

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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Executive Order: N/A
Errors: N/A
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Secure: OPEN
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Subject: MAJOR PROJECT: NEW INTERNATIONAL AIRPORTS FOR QUITO AND GUAYAQUIL
TAGS: BENC, EC
To: STATE COM
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